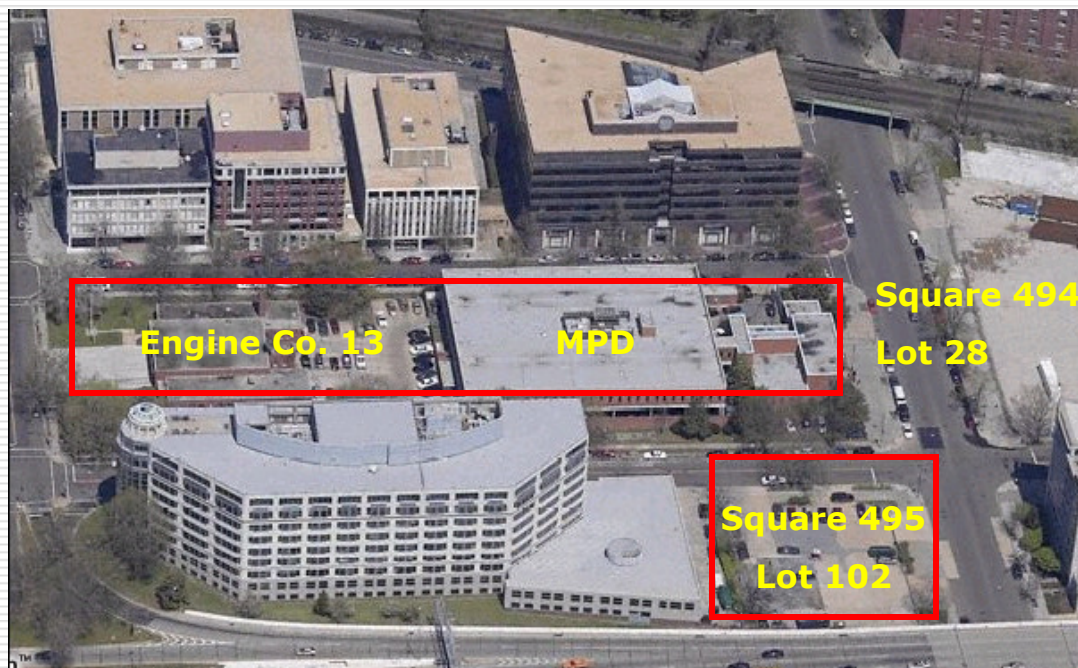


Fourth / Sixth and E Streets, SW

# Pre-Offer Conference

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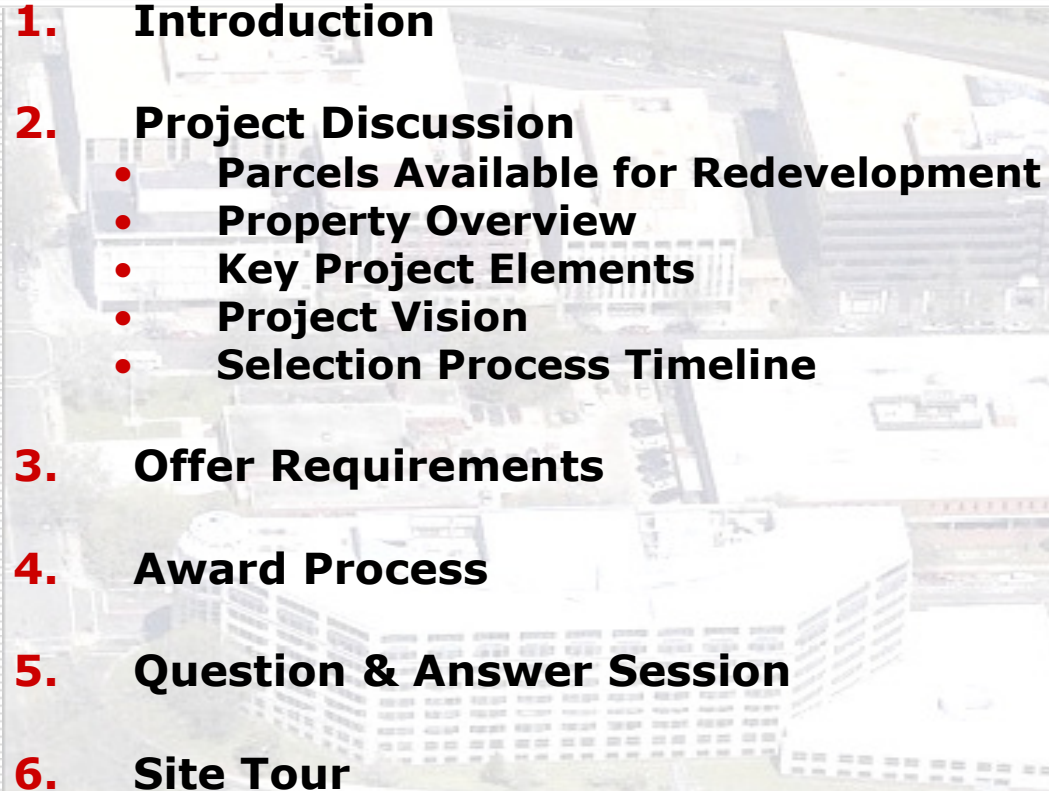
**Southeastern University – Multi Purpose Room**

**July 10, 2008**



**Government of the District of Columbia  
Office of the Deputy Mayor for Planning & Economic Development**

# Conference Agenda

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- 1. Introduction**
  - 2. Project Discussion**
    - **Parcels Available for Redevelopment**
    - **Property Overview**
    - **Key Project Elements**
    - **Project Vision**
    - **Selection Process Timeline**
  - 3. Offer Requirements**
  - 4. Award Process**
  - 5. Question & Answer Session**
  - 6. Site Tour**



# Introduction

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**Senthil Sankaran**

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**Office of the Deputy Mayor for  
Planning and Economic Development**

The John A. Wilson Building  
1350 Pennsylvania Avenue NW, Suite 317  
Washington, D.C. 20004



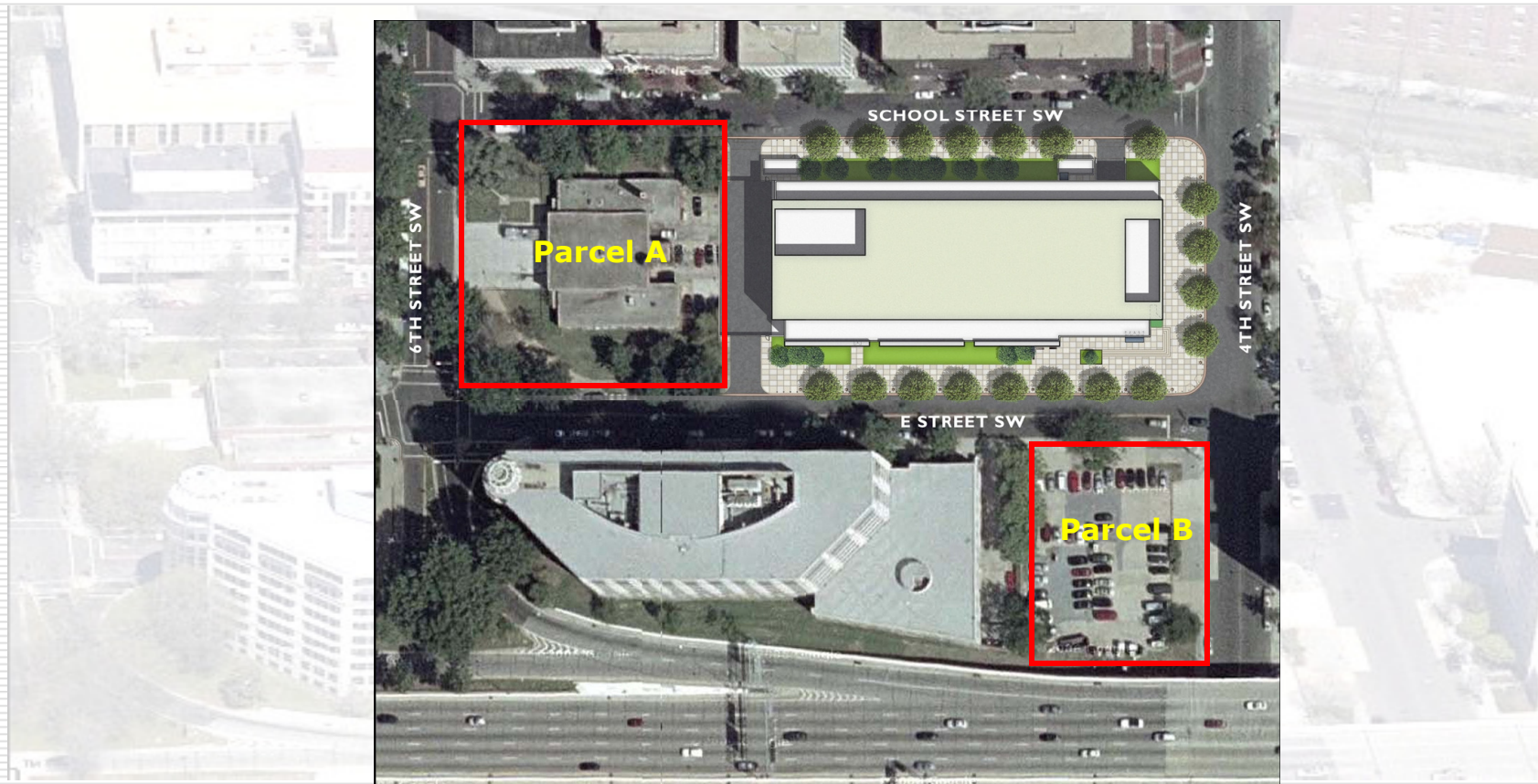
**Government of the District of Columbia  
Office of the Deputy Mayor for Planning & Economic Development**



# Project Discussion:

## Parcels Available for Redevelopment

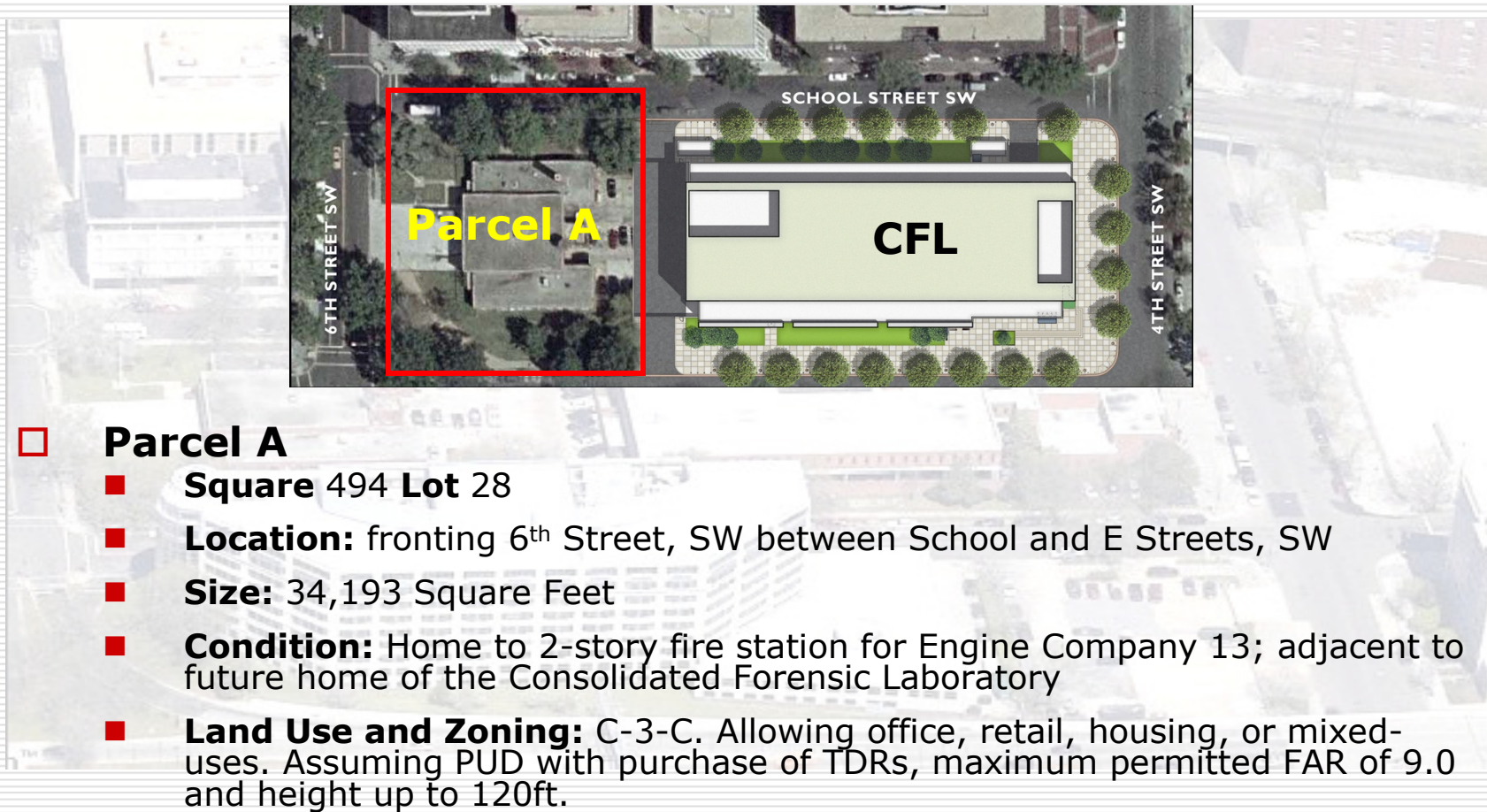
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**Government of the District of Columbia**  
**Office of the Deputy Mayor for Planning & Economic Development**

# Project Discussion:

## Property Overview



### Parcel A

- **Square** 494 **Lot** 28
- **Location:** fronting 6<sup>th</sup> Street, SW between School and E Streets, SW
- **Size:** 34,193 Square Feet
- **Condition:** Home to 2-story fire station for Engine Company 13; adjacent to future home of the Consolidated Forensic Laboratory
- **Land Use and Zoning:** C-3-C. Allowing office, retail, housing, or mixed-uses. Assuming PUD with purchase of TDRs, maximum permitted FAR of 9.0 and height up to 120ft.





# Project Discussion:

## Property Overview

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### Parcel B

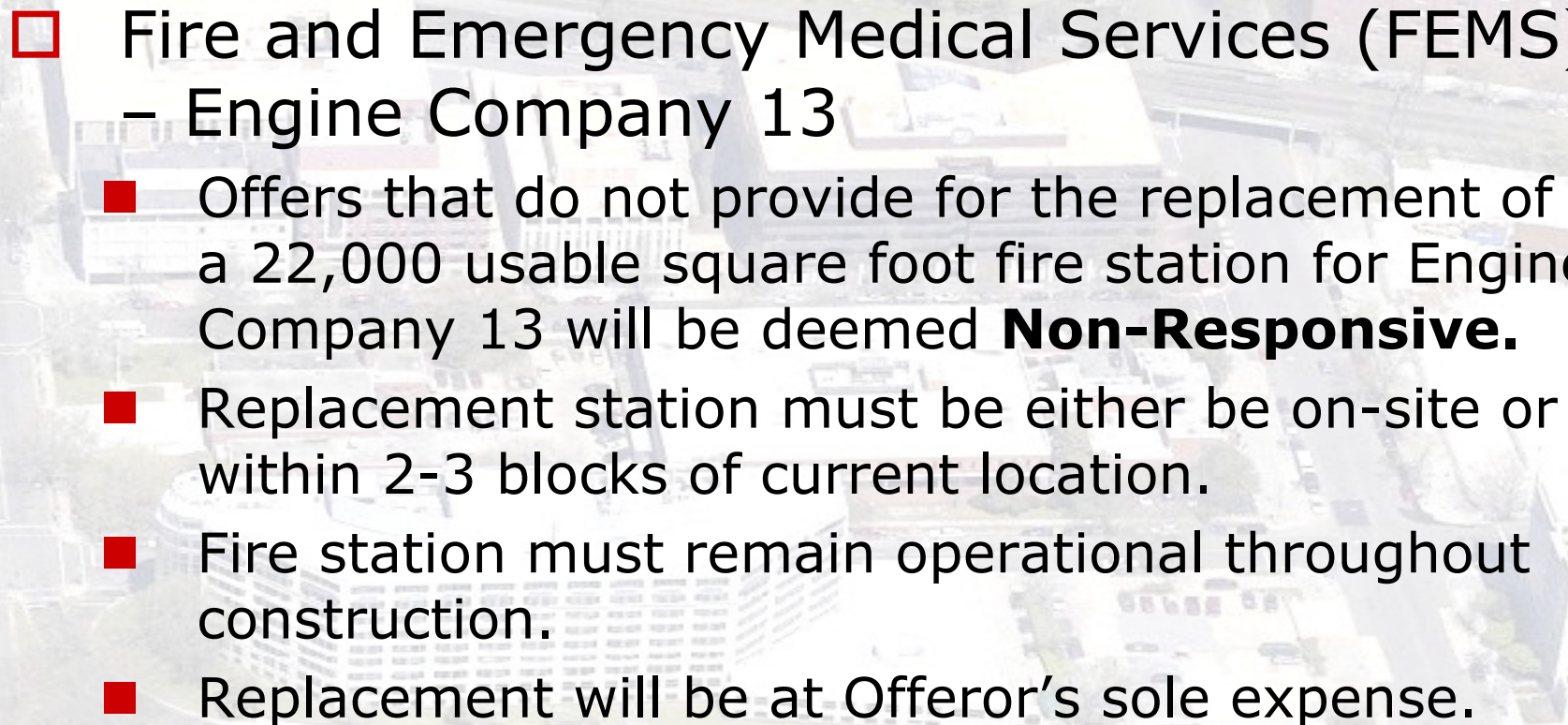
- **Square 495 Lot 102**
- **Location:** corner of 4<sup>th</sup> and E Streets, SW and is bounded by Southwest/Southeast Freeway to the south and privately owned office building to the west.
- **Size:** 19,187 Square Feet
- **Condition:** vacant lot leased to a parking operator.
- **Land Use and Zoning:** C-3-C. Allowing office, retail, housing, or mixed-uses. Assuming PUD with purchase of TDRs, maximum permitted FAR of 10.0 and height up to 130ft.



# Project Discussion:

## Key Project Elements

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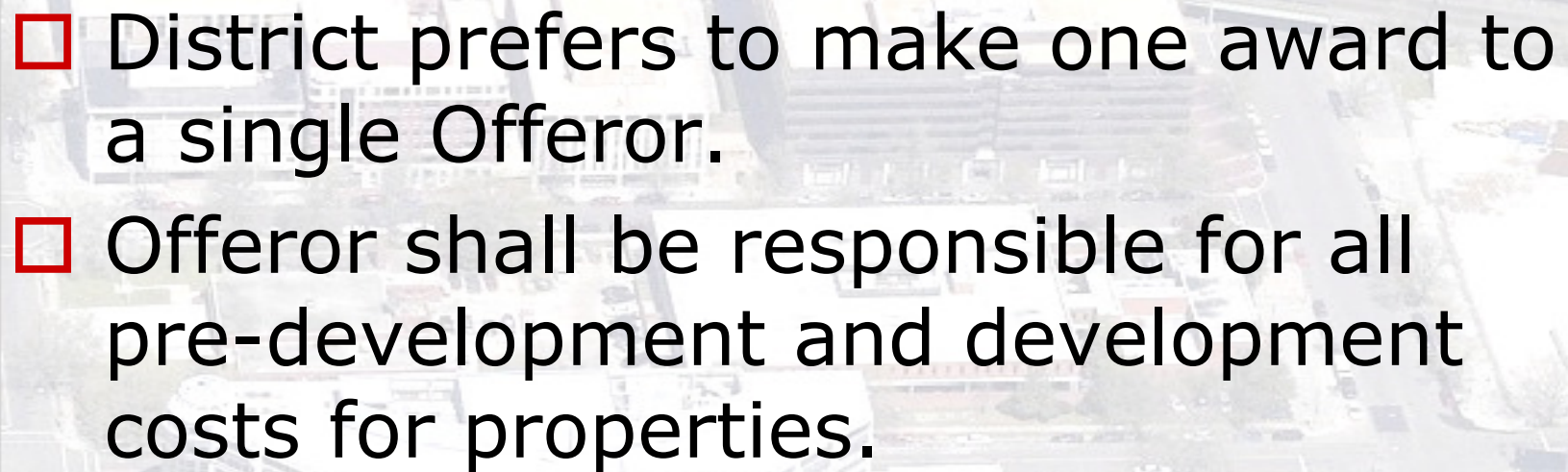
- 
- ❑ Fire and Emergency Medical Services (FEMS)
    - Engine Company 13
      - Offers that do not provide for the replacement of a 22,000 usable square foot fire station for Engine Company 13 will be deemed **Non-Responsive**.
      - Replacement station must be either be on-site or within 2-3 blocks of current location.
      - Fire station must remain operational throughout construction.
      - Replacement will be at Offeror's sole expense.



# Project Discussion:

## Key Project Elements

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- ☐ District prefers to make one award to a single Offeror.
  - ☐ Offeror shall be responsible for all pre-development and development costs for properties.





# Project Discussion:

## Key Project Elements

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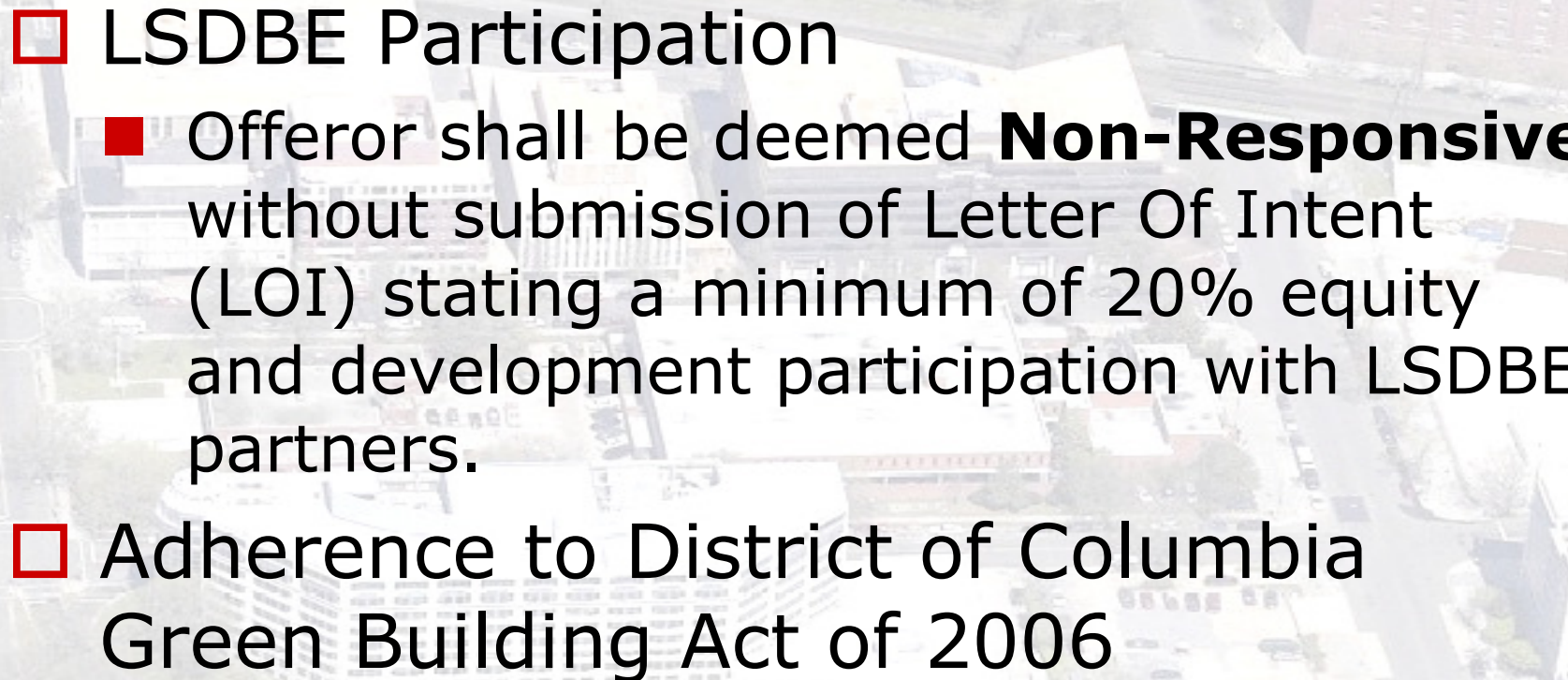
- ❑ District intends to stimulate economic development through a long term ground lease of Parcels A & B based on the highest and best use for each parcel.
- ❑ The only exception for which the District shall entertain a sale shall be if Offeror proposes the construction of 'for-sale' development uses.
- ❑ Offeror must submit four discrete Offers: Development of Parcels A & B with both an unsubordinated and subordinated ground lease with a lump sum payment at lease signing for each.



# Project Discussion:

## Key Project Elements

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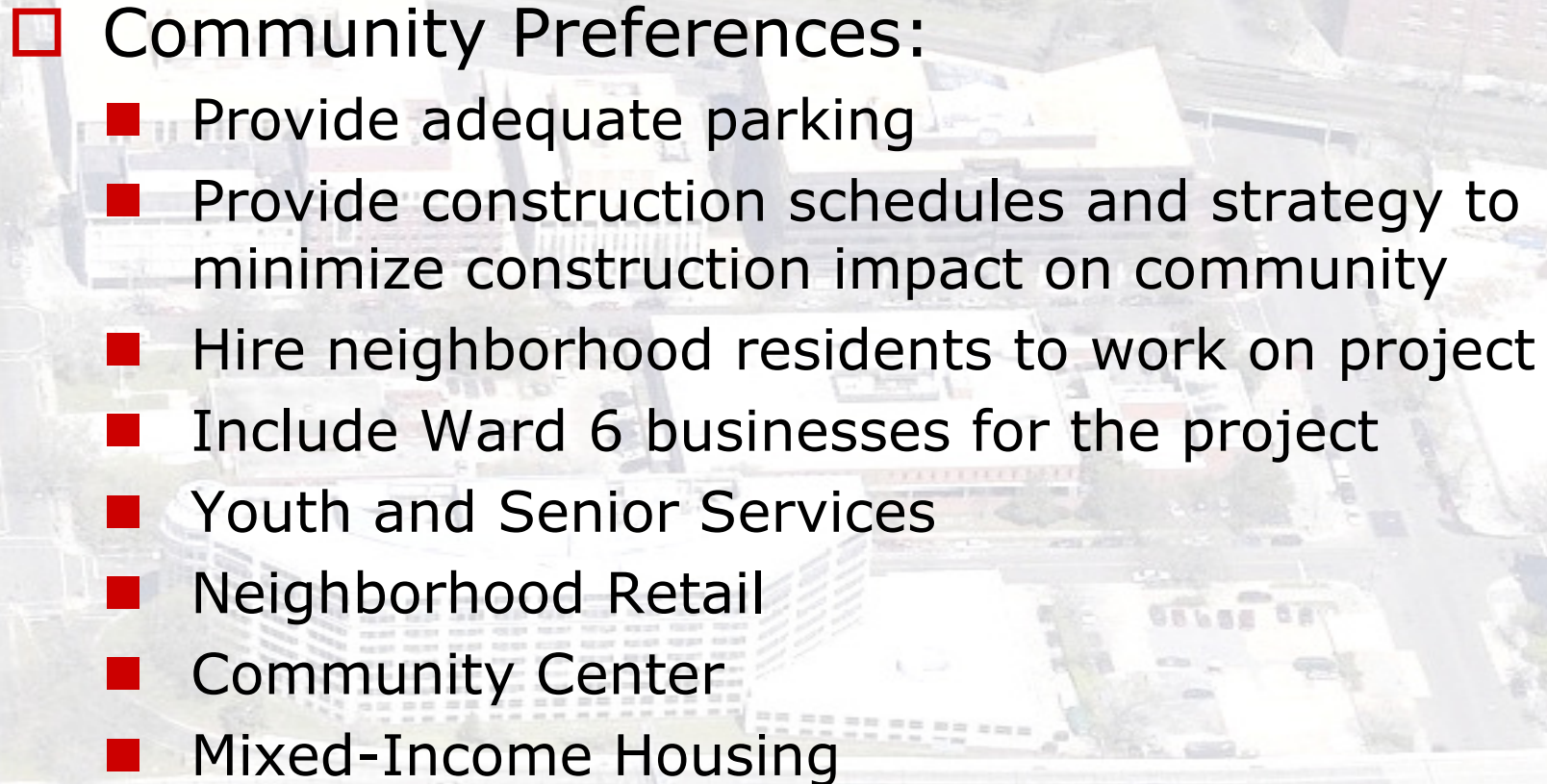
- 
- ☐ LSDBE Participation
    - ☒ Offeror shall be deemed **Non-Responsive** without submission of Letter Of Intent (LOI) stating a minimum of 20% equity and development participation with LSDBE partners.
  - ☐ Adherence to District of Columbia Green Building Act of 2006



# Project Discussion:

## Project Vision

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- ❑ Community Preferences:
    - Provide adequate parking
    - Provide construction schedules and strategy to minimize construction impact on community
    - Hire neighborhood residents to work on project
    - Include Ward 6 businesses for the project
    - Youth and Senior Services
    - Neighborhood Retail
    - Community Center
    - Mixed-Income Housing





# Project Discussion:

## Selection Process Timeline

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SELECTION PROCESS TIMETALE (SUBJECT TO CHANGE)	
Issuance of Solicitation	May 29, 2008
Pre-Offer Conference	July 10, 2008
Pre-Offer Conference Questions & Answers Posted	July 17, 2008
Proposal Due Date (by 5:00 PM ET)	September 15, 2008
ODMPED Determination of Responsive Offers	September 22, 2008
ODMPED Review of Offers	September 29 – October 24, 2008
Offeror Interviews	October 27 – October 31, 2008
Select Offerors for Short-List (if necessary)	TBD
Short-List Offerors Presentations to Community	TBD
Tours of Short-List Offerors' Projects (if necessary)	TBD
Request for Best and Final Offers (if necessary)	TBD
Best and Final Offers Due (if necessary)	TBD
Selection of Offeror	Late 2008



# Offer Requirements

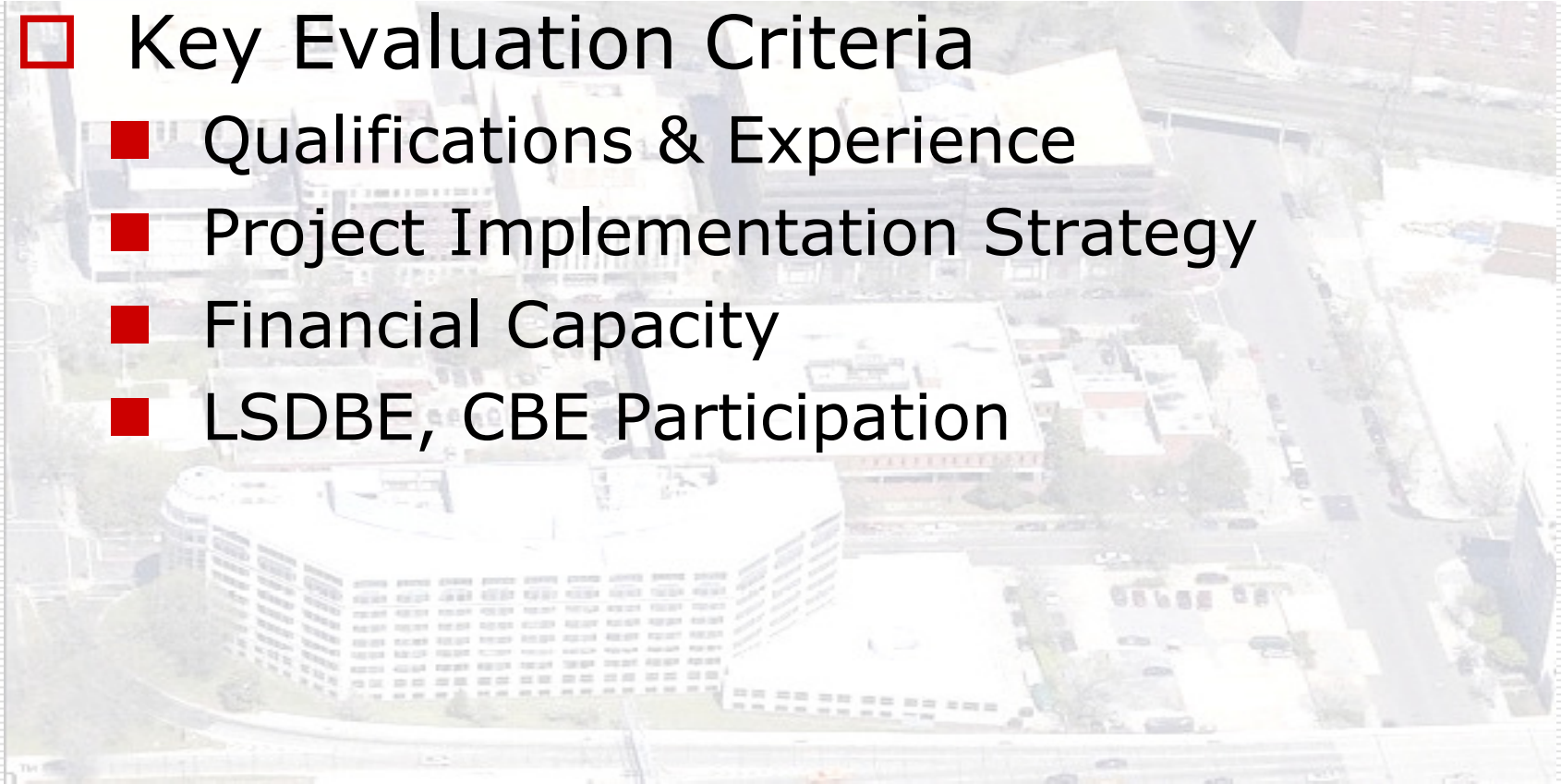
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- ☐ Submission of \$100,000 deposit in the form of a standby, irrevocable letter of credit.
- ☐ Proposals must respond to each item in order as it appears in Solicitation with tabs indicating sections.
- ☐ Submission of 10 copies on standard 8 1/2 x 11 letter-size paper.
- ☐ Proposals must not exceed 25 pages (excluding appendices).
- ☐ Proposals must include qualifications and experience of key team members.
- ☐ Proposals must include development concept, project implementation, financial structure.



# Offer Requirements

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- ❑ Key Evaluation Criteria
    - Qualifications & Experience
    - Project Implementation Strategy
    - Financial Capacity
    - LSDBE, CBE Participation





# Award Process

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- ☐ Offeror will have 90 days after selection to reach agreement with the District on a final business term sheet
- ☐ Offeror will have 180 days after selection to agree upon final terms of a GLDA or LDDA
- ☐ If the District and Selected Offeror are unable to achieve either of the above milestones, ODMPED, in its sole and absolute discretion, may terminate negotiations and award to another short-listed Offeror, re-issue the Solicitation or take such other measures as it deems reasonable, appropriate or necessary.
- ☐ Upon GLDA or LDDA execution, Offeror shall submit an additional \$500,000 deposit to the District in the form of a standby, irrevocable letter of credit



# Question & Answer

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- ❑ ODMPED will post the answers to questions submitted today on the website, <http://dcbiz.dc.gov>, by close of business on Wednesday, July 17, 2008



# Site Tour

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**Government of the District of Columbia  
Office of the Deputy Mayor for Planning & Economic Development**